Personal Information

Name	JOHANN NORSA
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Nationality	French
Date of Birth	18/06/1983

Purpose

PRODUCT LINE MANAGEMENT

Summary

I am an experienced manager with a strong track record of product management for both hosted solutions and SaaS. In my previous positions, thanks to my ability to lead and support teams over multi-cities locations, the revenue under my scope grew by more than 10% yoy.

Currently, I am an internal auditor - Strategy and R&D at Gemalto, where I perform missions for our C-level executives on product strategy and governance.

Competencies: team management, product management, innovation fostering, software development.

Professional Background

• Period (from - to)	**02/2017 TO PRESENT**
• Position	**Senior Internal Auditor – Strategy and R&D**
• Company's Name	GEMALTO *(Amsterdam, NL)*
• Achievements	- Mission on Datacenter efficiency leading to significant changes in governance and WW strategy.
• Responsibilities	- Leading Site Audits - Operational and financial risks assessment for specific entity or group. - Leading Thematic Audits - M&A post-acquisition review, group strategy evaluation, process efficiency assessment.
• Skills	Risk management; Financial analysis, Strategy definition
• Period (from - to)	**09/2014 TO 01/2017**
• Position	**Senior Product Line Manager – Artwork Services**
• Company's Name	GEMALTO *(London, UK)*
• Achievements	- Revenue growth of +10% year over year while keeping costs stable; - Transition from a project to a product-focused strategy; - Smooth integration of Serverside - a startup acquired in 2009 - in Gemalto organization; - Implementation of CI/CD (Mercurial, Jira, Jenkins) and dev-ops methodology.
• Responsibilities	- Management of department P&L; - Management of Product, Solution and Infrastructure teams (20+ members) in Prague and London; - Product Management (SaaS enabling companies to manage personalized card designs); - Supervision of projects execution – 10M€ revenue/year; - Participation to M&A activities at business unit level
• Skills	Team Management, Products Management (SaaS), Change Management.

• Period (from - to)	**02/2011 TO 09/2014**
• Position	**Technical Manager – Banking Solution & Service**
• Company's Name	GEMALTO *(São Paulo, BR)*
• Achievements	- Design and manage processes to support business growth from 50k€ up to 4m€/year; - Management of team headcount increase (12+ members including the creation of new teams in Colombia and Mexico); - Go-to-Market plan for Instant Issuance in North America.
• Responsibilities	- Management of Latin America Solution and Services teams (presales, development, support) - Supervision of projects execution; - Technical evangelist for issuance solutions; - Financial follow-up and reporting at project and team level
• Skills	Team Management, Project Management, Presales.

• Period (from - to)	**10/2007 TO 01/2011**
• Position	**Software Engineer**
• Company's Name	GEMALTO *(São Paulo, BR and Austin, US)*
• Achievements	- Development of a rule-based tool reducing data-processing project lead-time by 64%; - Preparation of a training framework to mentor new team members.
• Responsibilities	- Development of advanced solutions of personalization and their integration in Gemalto factory; - Products road-map follow-up and impact assessment on factory infrastructure; - Acting as Deputy Software Manager
• Skills	EMV, SQL, Java.

• Period (from - to)	**02/2007 TO 07/2007**
• Position	**Research Engineer – Trainee**
• Company's Name	CEA *(Aix-En-Provence, FR)*
• Responsibilities	Develop an innovative algorithm for the deterministic constrained multivariable optimization in a nuclear laboratory.
• Skills	Algorithmic research; Mathematic calculus; C programming.

Academic Background

Computer Science - Exchange Program - Hong-Kong University of Science and technology (2007)

Applied Mathematics & Computer Science - Master – INPG (2004 to 2007)

Specialization/Course

Financial Management – iMBA Specialization - University of Illinois (2018)

Engineering Software As a Service – Online Course - BerkeleyX (2016)

Project Management - Course – FGV (2013)

Additional Information

Native Language	French		
Other Language	**English**	**Portuguese**	**Spanish**
	Fluent	Fluent	Advanced

Recommendations

"Johann has been a key contributor to some of my banking business development projects.
Johann is technically very knowledgeable with a very innovative, agile and open-minded mindset.
It is a real pleasure to work with him as he's a great team player with a can do attitude.
I strongly recommand Johann and wish him all the best in his future challenge."
Business Development – New payment Services at Gemalto.

"I worked with Johann around 3 years while I was Solution and Services Engineer at Gemalto. At that time he was Technical Manager for the whole LATAM and I was reporting directly to him. The projects that Johann led during this time were a remarkable entry to the LATAM's market for the company's banking solutions portfolio.
I must say that due to his guidance and leadership I was able to endeavor ambitious projects in the region and also to grow professionally. He is a very pragmatic person and an excellent leader, who definitely is able to handle huge and challenging projects. It was a great experience to work in his team."
Business Development at NXP Semiconductors.

"I had the privilege to have Johann as my manager when I started my careers as a EMV developer. Because of his strong technical skills and knowledge, I learned a lot. And every time that I needed him, he was available. Johann knows how to be polite with every stakeholder involved in the project, and because of this, I was able to do the technical part of the job without interruptions, which produced a good result. He is really good at project management, he is a key person when tasks need to be done with high quality. And above all these things, he is a easy going person! It is really good to get out with him and talk about things not work related with him! I am sure that he does the difference wherever he is."
Sr Software Developer at Entrust Datacard.

"Working with Johann is easy. He is fair, clever and assertive. All this combination lead him to take the position of the new ST Solution and Services Manager team in 2012.
Now again, for sure because of his great results, he is going to take a new challenge to manage the team of Artwork Services in London. If he keeps seeking for excellence as he does today, I'm sure he will do a great job there again."
Project Leader at Gemalto.

All these recommendations can be viewed on the link: https://www.linkedin.com/in/johannnorsa